

Message Text

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ACTION EA-10

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E.O. 11652: N/A

TAGS: ETRD

SUBJECT: STATUS OF JCT, WTO AND NEC CONTRACTS

SUMMARY: JCT CONTRACT DRAFT ACCEPTED, TWO AND NEC DRAFTS REQUIRE CHANGES. END OF SUMMARY.

JW 5-241 RE WJ 5-91. JET, WTO AND NEC HAVE REVIEWED CONTRACTS SENT UNDER REF WITH FOLLOWING RESULTS.

1. JCT: OK AND WILL BE SIGNED AND RETURNED TO US BY MID-FEBRARY.

2. TWO REQUESTS FOLLOWING CHANGES FOR BUDGETARY REASONS:

ARTICLE II SCOPE OF WORK

A. ELIMINATE THE FIRST 2 LINES. (THEY WILL NOT BE ABLE TO REPRODUCE THE BROCHURE DESCRIBED.)

B. INCREASE HAWAII CATALOGUE FROM 14 TO 16 PAGES.

NO OTHER CHANGES IN PRINTING.

C. THE CONTRACTOR SHALL EXPEND USDOL\$20,000 TO PROMOTE THESE THROUGH TRADE PRINT MEDIA. (ELIMINATE CONSUMER ADVERTISING BUDGET COMPLETELY; TRADE ADVERTISING BUDGET INCREASES FROM DOL\$19,200 TO DOL\$20,000.

D. THE CONTRACTOR SHALL OPERATE THREE TRAVEL AGENT FAMILIARIZATION TOURS IN SEPTEMBER TO U.S. DESTINATIONS OFFERED IN THIS PROGRAM. (THREE FAM TOURS SCHEDULED FOR APRIL WILL BE CANCELLED. THREE TOURS SCHEDULED FOR SEPTEMBER WILL GO AS SCHEDULED.)

ARTICLE IV CONSIDERATION

TOTAL COSTS TO BE INCURRED BY THE CONTRACTOR PURSUANT TO

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THE PROVISIONS OF THIS CONTRACT ARE ESTIMATED AT USDOL\$

321,000. (REDUCED FROM DOLS479,000 TO DOLS321,000 DUE
TO THE CHANGES STATED ON ARTICLE II.)

3. NEC: CATALOGUE FORMAT WILL BE COMPLETELY CHANGED FROM THE
CURRENTLY PLANNED GLOSSY EYECATCHER TO A CHEAPER AND MORE
SUBDUED FORM. WE ARE AWAIING DETAILS.

REALIZE ABOVE WILL REQUIRE RECALCULATION OF FORMULA. WILL
PROVIDE NEW FIGURES AS SOON AS WE GET DETAILS OF CHANGES OUTLINED
ABOVE.
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